Subject Index to

dental management

January through December, 1966

ACCOUNTING

Bills by the Cycle, Jan., p. 49
Make '66 a Record Year, Jan., p. 103
How to Spot and Hit Your Economic Targets, May, p. 42
The Ins and Outs of Bankruptcy, Dec., p. 75

ASSISTANTS

How Good Assistants Get That Way, Jan., p. 37
Better Check Those References, Apr., p. 31
How Your Helper Can Help You Get Sued, Jun., p. 31
A Little Help for a Little While, Jun., p. 79

ASSOCIATES

Can Sharing Expenses Save YOU Money? Jul., p. 56

BANKING

The Big Battle for Your Savings: Fight to Win! Aug., p. 75

COLLECTIONS

Bills by the Cycle, Jan., p. 49
The Ins and Outs of Bankruptcy, Dec., p. 75

CONTRACTS

Careful . . . That's a Contract, Jul., p. 106

DENTAL INSURANCE

What To Do When There's Dental Insurance? Mar., p. 89
Are Fixed Insurance Fees Old-Fashioned? Jul., p. 34
When 'Denticare' Comes—Here's How It Will Work, Sep., p. 103

EQUIPMENT

Which Copying Machine for You? Jun., p. 103
The Work a Copying Machine Can Do, Jun., p. 116
Use It Once . . . Throw It Out, Jun., p. 124
Why Serve in Silence? Nov., p. 65

ESTATE PLANNING

Who Owns Your Life Insurance? Feb., p. 27
The Wife You Save, Apr., p. 50
Who Will Execute Your Will? Nov., p. 107
What's All This About Probate? Dec., p. 27

FEES

Your Toughest Fee Problems Answered, Mar., p. 33
Cut a Fee Once It's Set? Mar., p. 38
Take Responsibility for Another Dentist's Fees? Mar., p. 48
How To Introduce a Fee Increase? Mar., p. 58
Charge Less Than Other Dentists? Mar., p. 64
Play Robin Hood? Mar., p. 75
Charge More To the Nuisance Patient? Mar., p. 81
What To Do When There's Dental Insurance? Mar., p. 89
How To Handle the Shopper? Mar., p. 95
When and How To Collect the Fee? Mar., p. 103
Grievances Can Be Prevented! Apr., p. 75

HEALTH

The Best Way To Bolster Your Disability Insurance, Jul., p. 93
Must Dentists Wear Out at 55? Oct., p. 29
Exercises for the Dentist Who'd Rather Not, Oct., p. 42
New Insights Into Work Simplification, Oct., p. 55
Facts About Fatigue, Oct., p. 83
How To Live With Stress, Oct., p. 92
The Grim Toll of Tension, Oct., p. 110
Should You Admit You're Human? Oct., p. 118

HUMAN INTEREST

'Uncle Joe, D. D. S.', May, p. 55

INSURANCE

Why Be Burglar Bait? Jan., p. 59
Who Owns Your Life Insurance? Feb., p. 27
How Wet? How Dry? How Deductible? Feb., p. 67

Are Fixed Insurance Fees Old-Fashioned? Jul., p. 34
The Best Way To Bolster Your Disability Insurance, Jul., p. 93
Does Your Malpractice Policy Measure Up? Sep., p. 42
Life Insurance for Sale or Rent, Nov., p. 37

INVESTMENTS

Stock Market Advice: At What Price? Jan., p. 81
Industry Outlook: Packaging, Mar., p. 117
Industry Outlook: Chemicals, Apr., p. 107
Bargains in Bonds, May, p. 95
Industry Outlook: Electronics, May, p. 125
E and H Bonds From A to Z, Jun., p. 59
Industry Outlook: Education, Jun., p. 97
Better STOP That Stock, Jul., p. 49
Industry Outlook: Oil, Jul., p. 97
The Big Battle for Your Savings: Fight to Win! Aug., p. 75
Industry Outlook: Recreation, Aug., p. 109
The Money to be Made by Selling Stock Options, Sep., p. 81
Life Insurance for Sale or Rent, Nov., p. 37
Those High-Flying Funds, Nov., p. 47
The Best Place to Borrow Now, Dec., p. 103

LABORATORIES

'My Lab Man . . . My Father', Nov., p. 77

LEGAL

Grievances Can Be Prevented!, Apr., p. 75
How Your Helper Can Help You Get Sued, Jun., p. 31
Careful . . . That's a Contract, Jul., p. 106
Restrictive Covenant: How Long? How Far? How Good? Aug., p. 35
The Dangers of Joint Ownership, Sep., p. 112
Who Will Execute Your Will? Nov., p. 107
The Ins and Outs of Bankruptcy, Dec., p. 75
What's All This About Probate? Dec., p. 27

LOANS

Working Your Way Through Those College Costs, May, p. 69
Borrow From the S.B.A.? Sep., p. 66
The Best Place to Borrow Now, Dec., p. 103

MALPRACTICE

How Your Helper Can Help You Get Sued, Jun., p. 31
Does Your Malpractice Policy Measure Up? Sep., p. 42

OFFICES

Why Be Burglar Bait? Jan., p. 59
Color Counts in a Dental Office, Jan., 113
Man on the Move, Apr., p. 91
'Suitable for Professional Use?' Jun., p. 41
Can Sharing Expenses Save YOU Money? Jul., p. 56
Suitable for Professional Use? Yes, If You Build It Yourself, Jul., p. 74
When the Bulldozer Bears Down On You . . . , Dec., p. 91

PATIENT RELATIONS

Your Toughest Fee Problems Answered, Mar., p. 33
Cut a Fee Once It's Set? Mar., p. 38
Take Responsibility for Another Dentist's Fees? Mar., p. 48
How To Introduce a Fee Increase? Mar., p. 58
Charge Less Than Other Dentists? Mar., p. 64
Play Robin Hood? Mar., p. 75
Charge More To the Nuisance Patient? Mar., p. 81
What To Do When There's Dental Insurance? Mar., p. 89
How To Handle the Shopper? Mar., p. 95
When and How To Collect the Fee? Mar., p. 103
But Who Can See Back There? Mar., p. 115
Show a Little Showmanship, May, p. 33

FIGHT CANCER WITH A CHECKUP AND A CHECK
AMERICAN CANCER SOCIETY

Subject Index

Do You Have a Way With Oldsters? May, p. 114
But Why Not FULL Dentistry? Jul., p. 29
Don't Tell Them . . . Show Them!, Aug., p. 95
Why Serve in Silence? Nov., p. 65
My Little Memory Machine, Nov., p. 129

PERSONNEL RELATIONS

How Good Assistants Get That Way, Jan., p. 37
Better Check Those References, Apr., p. 31
'My Lab Man . . . My Father', Nov., p. 77

PRACTICE MANAGEMENT

How Good Assistants Get That Way, Jan., p. 37
Bills by the Cycle, Jan., p. 49
Why Be Burglar Bait? Jan., p. 59
Make '66 a Record Year, Jan., p. 103
Color Counts in a Dental Office, Jan., p. 113
Better Check Those References, Apr., p. 31
Man on the Move, Apr., p. 91
Show a Little Showmanship, May, p. 33
How to Spot and Hit Your Economic Targets, May, p. 42
Do You Have a Way With Oldsters? May, p. 114
A Little Help for a Little While, Jun., p. 79
Which Copying Machine for You? Jun., p. 103
The Work a Copying Machine Can Do, Jun., p. 116
Use It Once . . . Throw It Out, Jun., p. 124
Can Sharing Expenses Save YOU Money? Jul., p. 56
Restrictive Covenant: How Long? How Far? How Good? Aug., p. 35
Stop the Treadmill, Aug., p. 42
Don't Tell Them . . . Show Them!, Aug., p. 95
How Good a Cost Cutter Are You? Sep., p. 35
Why Serve in Silence? Nov., p. 65
'My Lab Man . . . My Father,' Nov., p. 77
My Little Memory Machine, Nov., p. 129
The Ins and Outs of Bankruptcy, Dec., p. 75

PROFESSIONAL RELATIONS

Your Toughest Fee Problems Answered, Mar., p. 33
Cut a Fee Once It's Set? Mar., p. 38
Take Responsibility for Another Dentist's Fees? Mar., p. 48
How To Introduce a Fee Increase? Mar., p. 58
Charge Less Than Other Dentists? Mar., p. 64
Play Robin Hood? Mar., p. 75
Charge More To the Nuisance Patient? Mar., p. 81
How To Handle the Shopper? Mar., p. 95
Grievances Can Be Prevented!, Apr., p. 75
Restrictive Covenant: How Long? How Far? How Good? Aug., p. 35

PUBLIC SERVICE

Run for Public Office? Nov., p. 95

RECORDS

Make '66 a Record Year, Jan., p. 103
How To Live With ADP, Feb., p. 34
Those Hot Spots on Your Tax Return, Feb., p. 50
How Wet? How Dry? How Deductible? Feb., p. 67
Get Help With Your Tax Return? Feb., p. 89
The Tax Facts of Life, Feb., p. 102
41 Ways To Cut Your Income Tax, Feb., p. 117
How Your Helper Can Help You Get Sued, Jun., p. 31
My Little Memory Machine, Nov., p. 129
Don't Wake Up Too Late—Cut Next Year's Tax Bill Now, Dec., p. 43

SAFETY

Good Ideas for Bad Weather Driving, Feb., p. 85

TAXES

Withhold What? From Whom? Jan., p. 31
Make '66 a Record Year, Jan., p. 103
How To Live With ADP, Feb., p. 34
Those Hot Spots on Your Tax Return, Feb., p. 50
How Wet? How Dry? How Deductible? Feb., p. 67
Get Help With Your Tax Return? Feb., p. 89
The Tax Facts of Life, Feb., p. 102
41 Ways To Cut Your Income Tax, Feb., p. 117
When the Tax Man Asks for More!, Apr., p. 39
Don't Wake Up Too Late—Cut Next Year's Tax Bill Now, Dec., p. 43

URBAN RENEWAL

When the Bulldozer Bears Down On You . . . , Dec., p. 91

WILLS

Who Will Execute Your Will? Nov., p. 107
What's All This About Probate? Dec., p. 27

WIVES

The Wife You Save, Apr., p. 50
The Dangers of Joint Ownership, Sep., p. 112